

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

Voluntary - Public

Date: 8/20/2009

GAIN Report Number: AS9030

Australia

Post: Canberra

U.S. Distillers Grains Promoted At Australian Grains Conference

Report Categories:

Grain and Feed

Approved By:

Grant Pettrie, Agricultural Counselor

Prepared By:

Mike Darby, Agricultural Specialist

Report Highlights:

FAS Canberra, in cooperation with US Grains Council, Hawkeye Gold and a local livestock feed manufacturer successfully promoted Dried Distillers Grain with Solubles (DDGS) at the recently held Australian Grains Industry Conference.

General Information:**U.S. Corn Dried Distillers Grains successfully promoted as a viable livestock feed ingredient to the Australian Grains Industry**

FAS Canberra has been working in partnership with the US Grains Council since 2003 to promote US grain products in Australia and this promotion is the latest activity in the long process of bringing US grain products to local feed manufacturers.

Australia, which has perhaps one of the strictest quarantine regimes in the world, has proved to be a challenging market for US exporters. However, low grain inventories due to long running and severe drought, combined with increasing sophistication in livestock feeding practices, is creating new demands for livestock feed ingredients and new opportunities for US exporters.

The Australian Grains Industry Conference is considered the premier event for the Australian Grains industry and attracts around one thousand delegates to this annual event. Attendee's are representatives of the Australian Government, local and international grain traders, banks, grain producers, grain elevators and handlers, grain millers and livestock feed manufacturers.

The Seminar promoting US DDGS was held on the first day of the conference and speakers were welcomed by FAS Canberra's Agricultural Specialist, Mike Darby. Speakers included Adel Yusupov who is the Regional Director for the US Grains Council, Ryan Le Grand who is the Export Marketing Manager for Hawkeye Gold, and Razaq Baloqun of CopRice (a local livestock feed manufacturer).



Adel Yusupov from US Grains Council gave a detailed presentation on the manufacturing process before going on to describe the nutritional composition, energy value and protein value of DDGS. The performance of US DDGS in other markets throughout South East Asia was also a feature of the presentation.

Ryan Le Grand from Hawkeye Gold presented aspects of DDGS trade such as relative pricing, transport and logistics, current market dynamics and export market performance.

Razaq Baloqun from CopRice presented the results of a recent milling and dairy feeding trials conducted by Coprice using US DDGS supplied by Hawkeye Gold. The trials addressed aspects such as pelleting efficiency and livestock performance. The trials successfully proved that US DDGS can be used in pellet feed production and incorporated into commercial livestock feed rations under Australian conditions.

The presentation finished with a question and answer session. Questions mostly related to pricing and availability. The presenters responded to one question from a state government representative regarding possible presence of antibiotic residues in US DDGS.

Participation in the Australian Grains Industry Conference generated increased interest in US DDGS and presenters are currently answering correspondence in relation to pricing and availability.

Recent Reports from FAS/Canberra

The reports listed below can all be downloaded from the FAS website at: <http://www.fas.usda.gov/scriptsw/AttacheRep/default.asp>.

Report Number	Title of Report	Date
AS9029	Grain and Feed Quarterly Lock-up Report	07/31/09
AS9028	FAIRS Country Report	07/27/09
AS9027	Agricultural Biotechnology Report	06/14/09
AS9025	Australia Gains Improved Access for Citrus & Mangos to China	06/17/09
AS9024	Global Biosecurity Conference to be held in Australia: Call for Abstracts	06/11/09
AS9020	Dairy & Products Semi-Annual	05/15/09
AS9018	Cotton Annual	04/28/09
AS9016	Sugar Annual	04/02/09
AS9015	Grain and Feed Annual 2009	03/20/09
AS9014	Stone Fruit Annual 2009	03/13/09
AS9012	Agricultural Economy and Policy Report	03/12/09
AS9010	Livestock Semi-Annual	03/06/09
AS9009	Government Announces A\$32m Research into Soil Carbon & Emissions	03/06/09
AS9008	Wine Annual 2009	03/05/09
AS9007	New Import Conditions for Chicken Meat Finalized	03/05/09
AS9006	Cotton Quarterly Update – March	02/20/09
AS9005	Agricultural situation 2009	02/11/09
AS9004	Govt. announces A\$9 million boost to wood export industries	01/29/09
AS9003	February Grain Lockup	01/29/09
AS9002	New Support for Wheat Exporters to Develop Markets Announced	01/27/09
AS9001	Australian Government Announces Food Production Grants Programs	01/23/09